

Year Ending March 31, 2022
Results of 1st Half
Settlement of Accounts Supplementary Material
(Apr.1 to Sep.30 2021)

November, 2021



Nichi-Iko Pharmaceutical Co., Ltd.

TSE : 4541

(million JPY)

	FY2020 H1	vs Sales (%)	FY2021 H1	vs Sales (%)	YOY
Sales	89,631	-	85,931	-	95.9%
COGS	73,950	82.5%	85,079	99.0%	115.0%
Gross Profit	15,680	17.5%	851	1.0%	5.4%
SG&A	13,074	14.6%	13,483	15.7%	103.1%
R&D Expenses	1,879	2.1%	1,819	2.1%	96.8%
Other Operating Income	142	0.2%	751	0.9%	528.9%
Other Operating Expenses	346	0.4%	327	0.4%	94.5%
Core Operating Profit	1,360	1.5%	-8,790	-	-
Operating Profit	523	0.6%	-14,026	-	-
Pretax	369	0.4%	-13,626	-	-
Net Income Attributable to Parent	146	0.2%	-14,593	-	-
Capital Expenditure	3,977		2,596		65.3%
R&D Investment	6,718		6,669		99.3%
Depreciation	6,312		6,171		97.8%

※ Core Operating Profit means Operating Profit excluding Impairment of intangible assets, temporary impact of M&A and restructuring expense

Reported
P&L

(million JPY)

	Nichi-Iko			Sagent			Consolidated		
	FY2020 H1	FY2021 H1	YOY	FY2020 H1	FY2021 H1	YOY	FY2020 H1	FY2021 H1	YOY
Sales	72,326	65,615	90.7%	17,304	20,316	117.4%	89,631	85,931	95.9%
COGS	59,802	67,997	113.7%	14,148	17,082	120.7%	73,950	85,079	115.0%
<i>vs Sales</i>	<i>82.7%</i>	<i>103.6%</i>		<i>81.8%</i>	<i>84.1%</i>		<i>82.5%</i>	<i>99.0%</i>	
Gross Profit	12,523	-2,382-		3,156	3,234	102.5%	15,680	851	5.4%
<i>vs Sales</i>	<i>17.3%</i>	<i>-3.6%</i>		<i>18.2%</i>	<i>15.9%</i>		<i>17.5%</i>	<i>1.0%</i>	
SG&A	9,708	10,257	105.7%	3,366	3,226	95.8%	13,074	13,483	103.1%
R&D Expense	1,001	1,154	115.3%	877	665	75.8%	1,879	1,819	96.8%
Other Operating Income	144	746	518.1%	-1	4	-	142	751	528.9%
Other Operating Expenses	345	327	94.8%	0	0	-	346	327	94.5%
Operating Profit	1,612	-13,374	-	-1,088	-652	-	523	-14,026	-
<i>vs Sales</i>	<i>2.2%</i>	<i>-20.4%</i>		<i>-6.3%</i>	<i>-3.2%</i>		<i>0.6%</i>	<i>-16.3%</i>	

<Exchange Rate>

(JPY Per \$)

FY2020 H1	FY2020 H2	FY2021 H1	FY2021 H2
107.62	106.22	109.49	110.11

Core based
P&L

(million JPY)

	Nichi-Iko			Sagent			Consolidated		
	FY2020 H1	FY2021 H1	YOY	FY2020 H1	FY2021 H1	YOY	FY2020 H1	FY2021 H1	YOY
Sales	72,513	65,614	90.5%	17,304	20,316	117.4%	89,818	85,930	95.7%
COGS	59,645	63,132	105.8%	14,148	17,082	120.7%	73,793	80,214	108.7%
<i>vs Sales</i>	<i>82.3%</i>	<i>96.2%</i>		<i>81.8%</i>	<i>84.1%</i>		<i>82.2%</i>	<i>93.3%</i>	
Gross Profit	12,867	2,481	19.3%	3,156	3,234	102.5%	16,024	5,715	35.7%
<i>vs Sales</i>	<i>17.7%</i>	<i>3.8%</i>		<i>18.2%</i>	<i>15.9%</i>		<i>17.8%</i>	<i>6.7%</i>	
SG&A	9,214	10,097	109.6%	3,366	3,226	95.8%	12,580	13,323	105.9%
R&D Expense	1,001	1,154	115.3%	877	665	75.8%	1,879	1,819	96.8%
Other Operating Income	144	746	518.1%	-1	4	-	142	751	528.9%
Other Operating Expenses	345	114	33.0%	0	0	-	346	114	32.9%
Core Operating Profit	2,449	-8,137	-	-1,088	-652	-	1,360	-8,790	-
<i>vs Sales</i>	<i>3.4%</i>	<i>-12.4%</i>		<i>-6.3%</i>	<i>-3.2%</i>		<i>1.5%</i>	<i>-10.2%</i>	
Operating Profit	1,612	-13,374	-	-1,088	-652	-	523	-14,026	-
<i>vs Sales</i>	<i>2.2%</i>	<i>-20.4%</i>		<i>-6.3%</i>	<i>-3.2%</i>		<i>0.6%</i>	<i>-16.3%</i>	

Core Operating Profit means Operating Profit excluding Impairment of intangible assets, temporary impact of M&A and restructuring expense

<Exchange Rate>

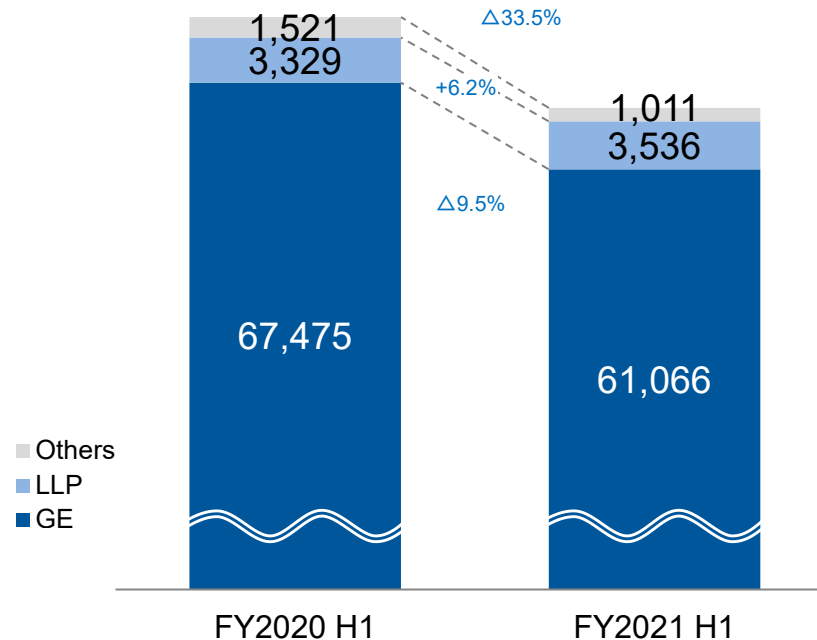
(JPY Per \$)

FY2020 H1	FY2020 H2	FY2021 H1	FY2021 H2
107.62	106.22	109.49	110.11

IFRS: Sales Performance by Category of Products

(million JPY)

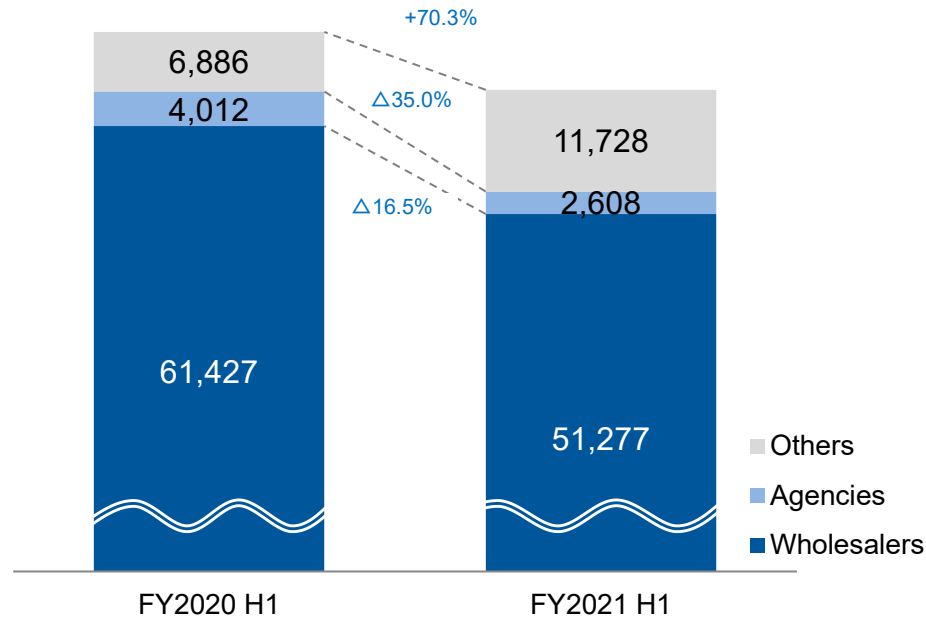
	FY2020 H1	FY2021 H1	YOY	
	Actual	Actual	Variance	%
GE	67,475	61,066	-6,408	90.5%
LLP	3,329	3,536	207	106.2%
Others	1,521	1,011	-509	66.5%
Total	72,326	65,615	-6,711	90.7%



IFRS: Sales Performance by Distribution Channel

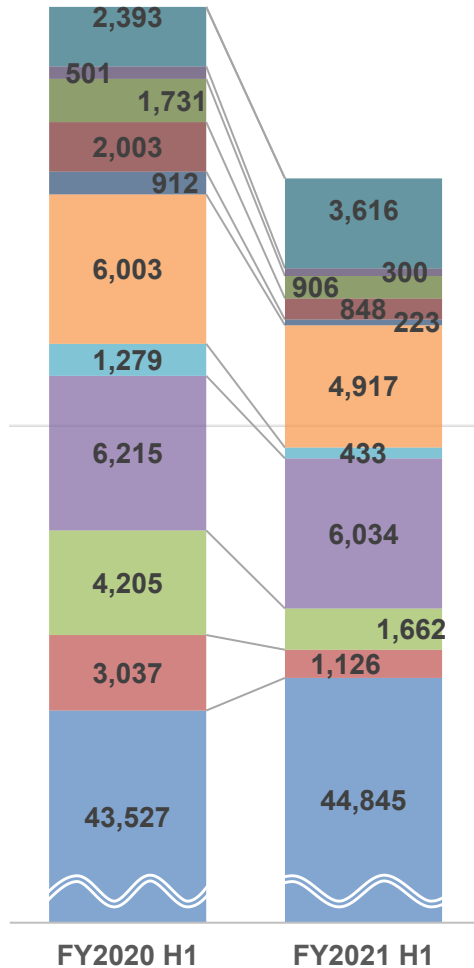
(million JPY)

Distribution Channel	FY2020 H1		FY2021 H1			
	Actual		Actual		YOY	
	Sales	%	Sales	%	Variance	%
Wholesalers	61,427	84.9%	51,277	78.1%	-10,150	83.5%
Agencies	4,012	5.5%	2,608	4.0%	-1,404	65.0%
Others	6,886	9.5%	11,728	17.9%	4,842	170.3%
Total	72,326	100.0%	65,615	100.0%	-6,711	90.7%



IFRS: Sales Performance by NHI Listed Year

(million JPY)



	FY2020 H1	FY2021 H1	Variance	YOY
Listed in 2021	-	-	-	-
Listed in 2020	2,393	3,616	1,223	151.1%
Listed in 2019	501	300	-201	59.9%
Listed in 2018	1,731	906	-825	52.3%
Listed in 2017	2,003	848	-1,155	42.3%
Listed in 2016	912	223	-689	24.5%
Listed in 2015	6,003	4,917	-1,086	81.9%
Listed in 2014	1,279	433	-846	33.9%
Listed in 2013	6,215	6,034	-181	97.1%
Listed in 2012	4,205	1,662	-2,543	39.5%
Listed in 2011	3,037	1,126	-1,911	37.1%
Others	43,527	44,845	1,318	103.0%
Total	71,811	64,916	-6,895	90.4%

Sales Performance by Medical Institutions

GE	FY2020 H1			FY2021 H1			
	No. of Clients	YOY Sales	YOY No. of Clients	No. of Clients	YOY Sales	YOY No. of Clients	
All	118,926	91.0%	107.8%	118,356	69.2%	99.5%	(million)
DPC Hospital	1,751	88.4%	100.1%	1,749	88.2%	99.9%	
Pharmacy	58,837	92.8%	101.8%	59,528	66.2%	101.2%	

All Products	Total No. of Institutions in Japan	FY2020 H1		FY2021 H1			YOY	
		Sales Composition	No. of Clients	Sales Composition	No. of Clients	Covered Ratio	Sales	No. of Clients
All	-	100.0%	130,234	100.0%	128,684	-	70.4%	98.8%
Hospital	8,277	16.3%	8,209	20.0%	8,174	98.8%	86.6%	99.6%
DPC Hospital	1,789	10.8%	1,752	13.7%	1,750	97.8%	89.5%	99.9%
Clinic	104,961	8.0%	63,055	8.4%	60,810	57.9%	73.6%	96.4%
Pharmacy	61,410	70.0%	58,970	66.4%	59,700	97.2%	66.8%	101.2%
Others	-	5.7%	-	5.2%	-	-	64.0%	-

Forward-Looking Statements

The information contained in this document is not intended as solicitation material for buying or selling the company's shares.

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